



# **THE TOMÁS RIVERA CENTER**

*A National Institute for Policy Studies*

# **1990 BUSINESS SURVEY OF THE GREATER "WESTSIDE"**

**CODEBOOK RESPONSES**

**by**

**Co-Directors**

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*The Tomás Rivera Center is a national institute for policy studies whose mission is to improve the development of public policies and programs affecting the Mexican -origin and greater Latino Population of the United States. Since its inception in 1985 in Claremont, California, under the direction of its president, Dr. Arturo Madrid, the Tomás Rivera Center has been principally concerned with those issues that affect the educational economic and social status of Hispanics in American society. The Texas office, under the direction of Dr. Ricardo Romo, has focused on these issues as they affect the Hispanic-origin population in Texas by conducting studies, organizing seminars, compiling and distributing information, and promoting discussion of the vital issues facing this population.*

*The Center is dedicated to the memory of one of its founders, the late Tomás Rivera (1935-1984), distinguished educator, prizewinning writer, and at the time of his death, chancellor of the University of California, Riverside.*

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## PREFACE

The Tomás Rivera Center, through funds contributed by The Rockefeller and William Randolph Hearst Foundations, has funded a study seeking to analyze public policies affecting economic activity in the predominantly Mexican American neighborhoods of San Antonio known as the "Westside." The project, *The Economy of the Urban Ethnic Enclave*, was co-directed by Tomás Rivera Center Scholars Dr. Gilberto Cardenas and Dr. Jorge Chapa from the University of Texas at Austin in conjunction with a Policy Research Project at the Lyndon B. Johnson School of Public Affairs.

The study included a Spring 1990 business survey of San Antonio's "Westside." The aim of the survey was to determine the condition of minority and disadvantaged firms located in the "Westside" and a contiguous portion of the "Southside" - an area of San Antonio that is characteristically poor and in great economic hardship. We are hopeful that the survey data will provide a foundation for greater understanding of the commercial viability of the firms studied. We also hope that this study will lead to enlightened policy proposals and initiatives bringing a more successful future for the residents of the area and for the city as a whole.

### Coverage

The survey succeeded in collecting responses from 309 business firms located in the "Westside" and a small contiguous portion of the Southside, representing firms located in all the major commercial strips and a small selection of firms located within the residential areas bounded by the major commercial streets. A three stage selection process was utilized to obtain the sample. First, all firms surveyed in a 1986 and 1988 study, "The Ethnic Enterprise," some 214 in total, constituted the basis of the sample. Because of probable sample attrition due to firm closures, turnover, and refusals, additional commercial streets and firms in the area were included. The last stage of sample selection included purposive inclusion of all additional firms.

The cris cross directory shows that some 1,588 firms were located in the subject area at the time we drew our sample. Based on our listings and contact, we estimate that some 20% (318) of the firms were identified as located in units that were either vacant, non-operational or improperly listed, thus, reducing the total number of available firms falling within the sample to 1,270. Of the 1,270 firms, 47% (591) were contacted. Final completed interviews totaled 314 or 53% of all firms contacted. Approximately 18.3 percent (108) of the firms refused to participate in the survey and some 29.4% (174) resulted in interviews still pending at completion of the field work. Due to late arrival of 5 completed interviews, 309 of the 314

An analysis of coverage between completed and non-completed interviews reveals that there is little, if no variation, when compared along several indicators, including: location by street, type of business, probable ethnic origin of the owner, ethnicity of worker or clientele, and physical condition of the building. Data obtained from interviewer observations recorded that English dominant firms had a far greater propensity to result in a refusal or non-completed interview. Thus, while the survey is representative of business establishments in the area in terms of coverage, type of business, etc, some bias due to non-cooperation may be related to the representation of English dominant firms.

### **Focus of Questionnaire**

The questionnaire was designed to illicit information concerning business history characteristics, and operations and procedures, such as: ownership, gross sales, principal product or service, clientele, target markets, multiplier effects and enclave ethnicity. A battery of items solicited information about the contact or impact of city and other public agency programs or initiatives, program participation, perceptions, and problems concerning the business environment. Questions were asked to ascertain the interaction between the firms and banks or other financial institutions, advertising practices, labor force and employee relations, and the impact of immigration. Finally, a number of items were utilized to measure perception of leadership and to ascertain the ideology of the firm operators (owners or managers) including ethnic ideology, entrepreneurial ideology and political ideology.

The questionnaire contained some 84 items. Additional questions and items were obtained through information from the "Contact Sheet" and "Interviewer Observations" form. Together some 265 variables were generated. The questionnaires were prepared in English and Spanish and face to face interviews were conducted in English or Spanish, depending on the choice of the respondent who was the firm owner, manager, or operator.

A detailed analysis of the data will be prepared and published separately by the Tomás Rivera Center. Records from the previous studies will be merged with this survey, permitting a detailed analysis for some 100 firms that participated in all three surveys. Findings permitting, we will also design a study of the firms bounded by the major commercial streets in the area that have closed since the 1986 survey.

**NOTE: VARIABLES 216 - 221 = CONTACT RECORD SHEET**

216	(2)	(Address Description - Street) Note: This is a 2 digit code.	%	
STREET		Commerce	01	16.8
Col. 9-10		General McMullen	03	6.3
		Guadalupe	04	10.2
		Zarzamora	05	12.8
		Nogalitos	06	14.8
		Flores	07	10.8
		Cuppies	11	4.3
		Castroville Rd.	13	4.3
		Colorado	20	1.3
		Martin	20	1.3
		El Paso	25	1.6
		Brazos	26	3.6
		Other	31	9.9
				(N = 304)

217	(2)	(Area - San Antonio) Note: From Variable 216; 2 digit code.		%
AREASA		Commercial Strip (01-13)	01	18.1
Col. 11-12		Non-Commercial Strip (14-30)	02	14.3
		Other (31)	03	4.7
				(N = 301)

219	(1)	(Probable Ethnic Origin) From Contact Sheet Items 16 and 18; otherwise Item 9	%	
ETHNIC		Mexican	1	84.1
Col. 15		Anglo	2	11.4
		Other	3	4.5
				(N = 44)

220	(3)	(Industry Code) Note: From Business Title; this is a 3 digit code.		%
SIC		Agric	001	.3
Col. 16-18		Mining	002	.0
		Construction	003	1.0
		Manufacturing - Durable Goods	004	1.3
		Manufacturing - Non-Durable Goods	005	2.9
		Transportation	006	.7
		Communications	007	.0
		Utilities and Sanitary Services	008	.3
		Wholesale Trade	009	3.3
		Retail Trade	010	54.7
		Finance, Ins. and Real Estate	011	3.6
		Business Services	012	.7
		Repair Services	013	16.9
		Personnel Services	014	8.1
		Entertainment and Recreation	015	3.9
		Professional and Related Services	016	2.3
		Public Administration	017	.0
				(N = 307)

221	(1)	(Ethnic Product) Note: From Business Title		<u>%</u>
ETHPROD		Ethnic	1	9.2
Col. 19		Non-ethnic	2	88.9
		Unknown	3	2.0
				(N = 305)

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**NOTE: VARIABLES 224 - 235 - INTERVIEWER OBSERVATION SHEET**

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224	(1)	(Q. 85 - Physical Condition of Business Establishment)		<u>%</u>
DILAP		Dilapidated	1	21.0
Col. 22		Not dilapidated	2	79.0
				(N = 291)

225	(1)	(Q. 86 - Ethnicity of Clientele)		<u>%</u>
ETHCLNT		Mexican American	1	70.3
Col. 23		Mexican Nationals	2	1.7
		Anglos	3	1.4
		Others	4	.3
		Completely Mixed	5	13.9
		Unknown	6	12.2
				(N = 287)

226	(1)	(Q. 87 - Principal Product)		<u>%</u>
PRINPROD		Ethnic (Mexican)	1	16.2
Col. 24		Non-Ethnic	2	83.8
				(N = 290)

228	(1)	(Q. 89 - What language did you hear spoken at this establishment?)		<u>%</u>
LANGSPOK		English	1	24.8
Col. 28		Spanish	2	12.8
		Both	3	62.4
				(N = 282)

229	(1)	(Q. 90 - What language was used on the signs and advertisements at this establishment?)		<u>%</u>
LANGSIGN		English	1	71.3
Col. 29		Spanish	2	3.1
		Both	3	25.6
				(N = 289)

235	(1)	(Q. 93 - Phenotype [complexion] of owner or manager)		<u>%</u>
PHENOTYP		Dark	1	32.9
Col. 37		Medium	2	39.9
		Light	3	23.3
		Unknown	4	3.9
				(N = 283)

**NOTE: VARIABLES 238 - 473 = QUESTIONNAIRE**

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238	(3)	(Q. 2 - What products or services do the business provide?)		<u>%</u>
PRODSERV		Agric	001	.3
Col. 47-49		Mining	002	.0
		Construction	003	1.0
		Manufacturing - Durable Goods	004	1.0
		Manufacturing - Non-Durable Goods	005	2.9
		Transportation	006	.6
		Communications	007	.0
		Utilities and Sanitary Services	008	.3
		Wholesale Trade	009	3.2
		Retail Trade	010	54.5
		Finance, Ins. and Real Estate	011	3.6
		Business Services	012	.6
		Repair Services	013	16.6
		Personnel Services	014	8.8
		Entertainment and Recreation	015	3.6
		Professional and Related Services	016	2.9
		Public Administration	017	.0
				(N = 308)

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239	(1)	(Q. 3 - What is your position in this business?)		<u>%</u>
RPOSITN		Owner	1	64.0
Col. 50		Manager	2	26.9
		Other	3	9.1
				(N = 308)

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240	(1)	(Q. 4 - Is the owner the ORIGINAL OWNER of the business?)		<u>%</u>
ORIGOWN		Yes	1	.7
Col. 51		No	2	76.9
		Don't know	8	22.4
				(N = 277)

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241	(1)	(Q. 4a - If you are not the ORIGINAL OWNER, how was this business acquired?)		<u>%</u>
BUSACQ		Purchased from a Relative	1	16.7
Col. 52		Purchased from a Non-Relative	2	38.5
		Inherited from Husband or Wife	3	2.6
		Inherited from Parents	4	17.9
		Other, specify _____	5	24.4
				(N = 78)

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242	(2)	(Q. 5 - How long (in years) has this business been in existence?) Note: This is a 2 digit code.		
BUSEXIST				%
Col. 53-54		1 year		11.5
		2 - 5 years		14.4
		6 - 10 years		18.5
		11 - 15 years		9.9
		16 - 20 years		10.3
		21 - 25 years		4.6
		26 - 30 years		9.6
		31+ years		21.2
				(N = 304)
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243	(1)	(Q. 6 - Are there plans to expand this business over the next several years?)		
EXPDPPLAN		Yes	1	36.9
Col. 55		No	2	56.8
		Don't know	8	6.3
				(N = 301)
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244	(1)	(Q. 6a - If YES, is it a formal written plan?)		
FORMPLAN		Yes	1	20.0
Col. 56		No	2	76.7
		Don't know	8	3.3
				(N = 120)
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245	(1)	(Q. 7 - Do you [owner] have a previous business experience in your field?)		
PREVEXP		Yes	1	64.1
Col. 57		No	2	35.9
				(N = 298)
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246	(1)	(Q. 7a - If YES, would you say your previous work experience . . .)		
PREVPREP		Prepared you very well	1	60.9
Col. 58		Prepared you somewhat	2	26.6
		Did not prepare at all	3	6.5
		Don't know	8	6.0
				(N = 184)
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247	(1)	(Q. 8 - How did you [owner] enter your line of business?)		
HOWENTER		Training or vocational education	1	17.2
Col. 59		Held job in this area	2	24.5
		Inherited from family	3	18.2
		Apprenticeship	4	6.6
		Other, specify _____	5	25.8
		Don't know	8	7.6
				(N = 302)
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248	(1)	(Q. 9 - Are the <u>majority</u> of your clients or customers . . .)		
MAJCLINT		Neighborhood consumers	1	63.5
Col. 60		San Antonio consumers outside your area	2	19.6
		Neighborhood businesses	3	3.0
		San Antonio businesses outside your area	4	8.6
		Governmental agencies	5	.0
		Major corporations	6	.7
		Other, specify _____	7	4.7
				(N = 301)

249 (1)	(Q. 10 - Are the <u>majority</u> of your clients or customers . . .)		<u>%</u>
ETHCLINT	Mexican-American	1	83.5
Col. 61	Mexican Nationals	2	3.1
	Black	3	5.5
	Anglo	4	7.9
			(N = 291)

250 (1)	(Q. 11 - When you established your business, did you introduce a needed product or service?)		<u>%</u>
NEEDPROD	Yes, to Westside only	1	31.2
Col. 62	Yes, to Greater San Antonio only	2	10.9
	Yes, to both areas	3	18.2
	No	4	39.6
			(N = 285)

251 (1)	(Q. 12 - Do you barter or trade with other businesses for goods or services?)		<u>%</u>
BUSBART	Yes, often	1	7.6
Col. 63	Yes, sometimes	2	13.6
	No, never	3	78.8
			(N = 302)

252 (1)	(Q. 13 - Do you own or lease your business facilities?)		<u>%</u>
OWNLEAS	Own	1	56.9
Col. 64	Lease	2	41.1
	Other	3	2.0
			(N = 304)

253 (1)	(Q. 14 - Who are your major competitors?)		<u>%</u>
COMPET	M-A owned business on Westside	1	60.0
Col. 65	Ango-owned business on Westside	2	10.6
	Others on Westside	3	6.4
	Other M-A owned business not on Westside	4	3.8
	Other business not on Westside	5	19.1
			(N = 235)

254 (1)	(Q. 15 - Are your products or services targeted to the Mexican-American community?)		<u>%</u>
MEXTARG	Yes	1	.3
Col. 66	No	2	30.1
	Don't know	8	69.6
			(N = 296)

255 (1)	(Q. 16 - Would you like your family to assume ownership of the business when you retire?)		<u>%</u>
FAMOWN	Yes	1	71.0
Col. 67	No	2	29.0
			(N = 238)

256 (1)	(Q. 17 - What is the outlook for your business in the 1990's?)		<u>%</u>
OUTLOOK	Very good	1	24.2
Col. 68	Good	2	36.3
	Fair	3	25.3
	Poor	4	14.2
			(N = 281)

257 (1) (Q. 18 - What was the primary source of money used to start or purchase your business?)

			%
STARTUP Col. 69	Your personal savings	1	68.3
	Your family or relatives	2	11.8
	Friends	3	1.5
	Government program	4	1.5
	Commercial bank loan	5	9.9
	Investment from a venture capital firm	6	.4
	Other	7	6.5
			(N = 262)

258 (1) (Q. 19 - Which sector has proven to be most helpful in financing Westside businesses?)

			%
SECTHELP Col. 70	Private lending institutions	1	65.4
	Local government	2	6.4
	State government	3	1.3
	Federal government	4	9.6
	Other private sources	5	2.6
	Other	6	14.7
			(N = 156)

259 (1) (Q. 20 - Problems encountered - education background)

			%
PROBEDUC Col. 71	Major problem	4	7.5
	Somewhat of a problem	3	11.3
	Minor problem	2	11.6
	No problem	1	69.6
			(N = 293)

260 (1) (Q. 20 - Problems encountered - ethnicity)

			%
PROBETH Col. 72	Major problem	4	3.1
	Somewhat of a problem	3	5.2
	Minor problem	2	9.0
	No problem	1	82.6
			(N = 288)

261 (1) (Q. 20 - Problems encountered - availability of startup capital)

			%
PROBCAP Col. 73	Major problem	4	20.8
	Somewhat of a problem	3	20.4
	Minor problem	2	18.2
	No problem	1	40.5
			(N = 274)

262 (1) (Q. 20 - Problems encountered - business advice)

			%
PROBADV Col. 74	Major problem	4	6.3
	Somewhat of a problem	3	18.0
	Minor problem	2	18.7
	No problem	1	57.0
			(N = 284)

263 (1) (Q. 20 - Problems encountered - knowledge of current area of business)

			%
PROBKNOW Col. 75	Major problem	4	9.1
	Somewhat of a problem	3	8.1
	Minor problem	2	17.2
	No problem	1	65.6
			(N = 285)

264	(1)	(Q. 20 - Problems encountered - assistance from banks or other financial institutions)		<u>%</u>
PROBBANK		Major problem	4	18.8
Col. 76		Somewhat of a problem	3	12.6
		Minor problem	2	12.6
		No problem	1	55.9
				(N = 261)
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265	(1)	(Q. 20 - Problems encountered - availability of competent employees)		<u>%</u>
PROBWORK		Major problem	4	10.4
Col. 77		Somewhat of a problem	3	19.8
		Minor problem	2	14.7
		No problem	1	55.0
				(N = 278)
<hr/>				
266	(1)	(Q. 20 - Problems encountered - bonding requirements)		<u>%</u>
PROBBOND		Major problem	4	6.4
Col. 78		Somewhat of a problem	3	5.2
		Minor problem	2	5.6
		No problem	1	82.8
				(N = 233)
<hr/>				
267	(1)	(Q. 21 - Agree or Disagree - "Local lending institutions have positively assisted the development of Westside economic growth.")		<u>%</u>
LOCALEND		Strongly agree	1	4.6
Col. 79		Agree	2	30.8
		Disagree	3	22.5
		Strongly disagree	4	11.3
		No opinion	5	30.8
				(N = 302)
<hr/>				
268	(1)	(Q. 22 - Agree or Disagree - "City and county governments have facilitated Westside economic growth.")		<u>%</u>
CITYCOUNT		Strongly agree	1	3.7
Col. 80		Agree	2	31.3
		Disagree	3	31.7
		Strongly disagree	4	7.7
		No opinion	5	25.7
				(N = 300)
<hr/>				
269	(1)	(Q. 23 - Contacted for assistance? - San Antonio Chamber of Commerce)		<u>%</u>
CONSACC		No	1	86.2
Col. 81		Yes	2	13.8
				(N = 289)
<hr/>				
270	(1)	(Q. 23 - Contacted for assistance? - San Antonio Chamber of Commerce)		<u>%</u>
HELPSACC		Very helpful	3	18.8
Col. 82		Helpful	2	46.9
		Not very helpful	1	34.4
				(N = 32)

271	(1)	(Q. 23 - Contacted for assistance? - Hispanic Chamber of Commerce)		<u>%</u>
CONHCC		No	1	90.7
Col. 83		Yes	2	9.3
				(N = 289)
272	(1)	(Q. 23 - Contacted for assistance? - Hispanic Chamber of Commerce)		<u>%</u>
HELPHCC		Very helpful	3	27.3
Col. 84		Helpful	2	36.4
		Not very helpful	1	36.4
				(N = 22)
273	(1)	(Q. 23 - Contacted for assistance? - Small Business Administration)		<u>%</u>
CONSBA		No	1	80.1
Col. 85		Yes	2	19.9
				(N = 286)
274	(1)	(Q. 23 - Contacted for assistance? - Small Business Administration)		<u>%</u>
HELPSBA		Very helpful	3	13.2
Col. 86		Helpful	2	43.4
		Not very helpful	1	43.4
				(N = 53)
275	(1)	(Q. 23 - Contacted for assistance? - Texas Department of Commerce)		<u>%</u>
CONTDC		No	1	93.7
Col. 87		Yes	2	6.3
				(N = 285)
276	(1)	(Q. 23 - Contacted for assistance? - Texas Department of Commerce)		<u>%</u>
HELPTDC		Very helpful	3	6.7
Col. 88		Helpful	2	53.3
		Not very helpful	1	40.0
				(N = 15)
277	(1)	(Q. 23 - Contacted for assistance? - University of Texas-San Antonio Business School)		<u>%</u>
CONUTSA		No	1	94.4
Col. 89		Yes	2	5.6
				(N = 292)
278	(1)	(Q. 23 - Contacted for assistance? - University of Texas-San Antonio Business School)		<u>%</u>
HELPUTSA		Very helpful	3	25.0
Col. 90		Helpful	2	33.3
		Not very helpful	1	41.7
				(N = 12)
279	(1)	(Q. 23 - Contacted for assistance? - San Antonio Small Minority Business Advocacy Program)		<u>%</u>
CONSMB		No	1	95.5
Col. 91		Yes	2	4.5
				(N = 292)

280	(1)	(Q. 23 - Contacted for assistance? - San Antonio Small Minority Business Advocacy Program)		<u>%</u>
HELPSMB		Very helpful	3	10.0
Col. 92		Helpful	2	40.0
		Not very helpful	1	50.0
				(N = 10)
<hr/>				
281	(1)	(Q. 23 - Contacted for assistance? - San Antonio Dept. of Economic and Employment Development)		<u>%</u>
CONDEED		No	1	93.4
Col. 93		Yes	2	6.6
				(N = 290)
<hr/>				
282	(1)	(Q. 23 - Contacted for assistance? - San Antonio Dept. of Economic and Employment Development)		<u>%</u>
HELPDEED		Very helpful	3	12.5
Col. 94		Helpful	2	50.0
		Not very helpful	1	37.5
				(N = 16)
<hr/>				
283	(1)	(Q. 23 - Contacted for assistance? - San Antonio One-Stop Business Store)		<u>%</u>
CONOSBS		No	1	95.1
Col. 95		Yes	2	4.9
				(N = 288)
<hr/>				
284	(1)	(Q. 23 - Contacted for assistance? - San Antonio One-Stop Business Store)		<u>%</u>
HELPOSBS		Very helpful	3	22.2
Col. 96		Helpful	2	22.2
		Not very helpful	1	55.6
				(N = 9)
<hr/>				
285	(1)	(Q. 23 - Contacted for assistance? - Other)		<u>%</u>
CONOTHR		No	1	87.3
Col. 97		Yes	2	12.7
				(N = 150)
<hr/>				
286	(1)	(Q. 23 - Contacted for assistance? - Other)		<u>%</u>
HELPOTHR		Very helpful	3	60.0
Col. 98		Helpful	2	26.7
		Not very helpful	1	13.3
				(N = 15)
<hr/>				
287	(1)	(Q. 24 - Ever applied at a bank or other financial institution for a business loan?)		<u>%</u>
EVERAPP		Yes	1	50.0
Col. 99		No	2	50.0
				(N = 282)
<hr/>				
288	(1)	(Q. 24a - If applied, did you receive it?)		<u>%</u>
RECEIVE		Yes	1	73.4
Col. 100		No	2	26.6
				(N = 143)

289	(1)	(Q. 24b - What was the amount of your most recent loan?)		<u>%</u>
LOANAMON		under \$25,000	1	66.3
Col. 101		between \$25,000 and \$50,000	2	14.3
		between \$50,000 and \$100,000	3	10.2
		over \$100,000	4	9.2
				(N = 98)

290	(1)	(Q. 24c - If denied, MAIN reason bank gave for declining the loan?)		<u>%</u>
REASDECL		Bank policy regarding small businesses	1	13.3
Col. 102		Cash flow problems	2	3.3
		Insufficient or poor credit history	3	30.0
		Insufficient business plan	4	3.3
		Lack of collateral	5	40.0
		Lack of expertise	6	3.3
		Profitability of business	7	6.7
				(N = 30)

291	(1)	(Q. 24d - Do you believe that this is the REAL reason for the denial?)		<u>%</u>
REALREAS		Yes	1	62.1
Col. 103		No	2	37.9
				(N = 29)

292	(1)	(Q. 24e - If NO, why do you think the bank denied your application?)		<u>%</u>
REALDENY		Racial discrimination	1	26.7
Col. 104		Sexual discrimination	2	6.7
		Negative perception of the Westside	3	46.7
		Other	4	20.0
				(N = 15)

293	(1)	(Q. 25 - How helpful has the City of San Antonio been? - Licensing requirements)		<u>%</u>
CSALICNS		Very helpful	3	20.8
Col. 105		Helpful	2	52.0
		Not very helpful	1	27.2
				(N = 202)

-294	(1)	(Q. 25 - How helpful has the City of San Antonio been? - Meeting health and safety standards)		<u>%</u>
CSAHLTH		Very helpful	3	19.7
Col. 106		Helpful	2	52.8
		Not very helpful	1	27.5
				(N = 193)

295	(1)	(Q. 25 - How helpful has the City of San Antonio been? - Obtaining loans or other funding)		<u>%</u>
CSALOAN		Very helpful	3	6.1
Col. 107		Helpful	2	21.1
		Not very helpful	1	72.8
				(N = 114)

296	(1)	(Q. 25 - How helpful has the City of San Antonio been? - Technical assistance)		<u>%</u>
CSATECH		Very helpful	3	5.6
Col. 108		Helpful	2	27.0
		Not very helpful	1	67.4
				(N = 89)

297	(1)	(Q. 26 - Are you certified as a small minority-business by the City of San Antonio?)		%
CSACERT		Yes	1	45.0
Col. 109		No	2	55.0
				(N = 229)

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298	(1)	(Q. 27 - Have you ever placed bids for any City of San Antonio <u>contract</u> ?)		%
CSABID		Yes	1	10.4
Col. 110		No	2	89.6
				(N = 259)

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299	(1)	(Q. 27a - If YES, have you ever won any of these contracts?)		%
CSACONT		Yes	1	61.3
Col. 111		No	2	38.7
				(N = 31)

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300	(1)	(Q. 28 - Have you ever placed bids for any City of San Antonio <u>subcontract</u> ?)		%
CSASUB		Yes	1	2.4
Col. 112		No	2	97.6
				(N = 247)

---

301	(1)	(Q. 28a - If NO, why not?)		%
YNOBID		Not think win contract	1	3.1
Col. 113		Not know how to place bid	2	6.3
		Too much trouble	3	5.0
		Product or service not lend to contract bid	4	54.1
		My business too small	5	17.6
		Other	6	13.8
				(N = 159)

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302	(1)	(Q. 28b - If YES, have you ever won any of these subcontracts?)		%
WONCON		Yes	1	35.3
Col. 114		No	2	64.7
				(N = 17)

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303	(1)	(Q. 29 - Have you ever done any subcontracting work for any other businesses?)		%
BUSSUB		Yes, on Westside only	1	1.4
Col. 115		Yes, outside Westside only	2	4.2
		Yes, both in and outside Westside	3	7.1
		No	4	87.3
				(N = 283)

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304	(1)	(Q. 30 - Are you familiar with the enterprise zones?)		%
KNOWEZ		Yes	1	10.4
Col. 116		No	2	89.6
				(N = 298)



305	(1)	(Q. 30a - If YES, have you heard about the Westside Enterprises Zone?)	%
HEAREZ		Yes	1
Col. 117		No	2
			32.7
			67.3
			(N = 52)

306	(1)	(Q. 31 - Is your business located in the Westside Enterprise Zone?)	%
WESTEZ		Yes	1
Col. 118		No	2
			29.6
			70.4
			(N = 54)

307	(1)	(Q. 32 - Does the Westside Enterprise Zone have a positive impact on your business?)	%
HELPEZ		Yes	1
Col. 119		No	2
			30.2
			69.8
			(N = 43)

308	(1)	(Q. 33 - Degree of satisfaction related to success - Automobile traffic flow)	%
SATFLOW		Excellent	1
Col. 120		Good	2
		Fair	3
		Poor	4
		Very Poor	5
		Not applicable	9
			19.9
			46.0
			18.2
			7.2
			8.2
			.3
			(N = 291)

309	(1)	(Q. 33 - Degree of satisfaction related to success - Roadways adequacy condition)	%
SATROADS		Excellent	1
Col. 1		Good	2
		Fair	3
		Poor	4
		Very Poor	5
			6.4
			39.3
			18.1
			22.8
			13.4
			(N = 298)

310	(1)	(Q. 33 - Degree of satisfaction related to success - Public transportation)	%
SATPUBTR		Excellent	1
Col. 2		Good	2
		Fair	3
		Poor	4
		Very Poor	5
			15.0
			60.5
			19.5
			4.1
			.8
			(N = 266)

311	(1)	(Q. 33 - Degree of satisfaction related to success - Zoning)	%
SATZONE		Excellent	1
Col. 3		Good	2
		Fair	3
		Poor	4
		Very Poor	5
			5.4
			55.1
			30.2
			6.8
			2.4
			(N = 205)

312	(1)	(Q. 33 - Degree of satisfaction related to success - Permit processes)		<u>%</u>
SATPERM		Excellent	1	6.1
Col. 4		Good	2	55.4
		Fair	3	27.2
		Poor	4	8.0
		Very Poor	5	3.3
				(N = 213)
<hr/>				
313	(1)	(Q. 33 - Degree of satisfaction related to success - Availability of public utilities)		<u>%</u>
SATUTIL		Excellent	1	10.1
Col. 5		Good	2	67.6
		Fair	3	17.1
		Poor	4	3.5
		Very Poor	5	1.7
				(N = 287)
<hr/>				
314	(1)	(Q. 33 - Degree of satisfaction related to success - Availability of govt. assistance an incentives)		<u>%</u>
SATGOV		Excellent	1	4.5
Col. 6		Good	2	33.1
		Fair	3	22.1
		Poor	4	22.1
		Very Poor	5	18.2
				(N = 154)
<hr/>				
315	(1)	(Q. 33 - Degree of satisfaction related to success - Adequacy of police protection)		<u>%</u>
SATPOLIC		Excellent	1	10.4
Col. 7		Good	2	44.4
		Fair	3	27.3
		Poor	4	10.4
		Very Poor	5	7.4
				(N = 297)
<hr/>				
316	(1)	(Q. 33 - Degree of satisfaction related to success - Adequacy of fire protection)		<u>%</u>
SATFIRE		Excellent	1	12.5
Col. 8		Good	2	62.6
		Fair	3	22.1
		Poor	4	1.7
		Very Poor	5	1.0
				(N = 289)
<hr/>				
317	(1)	(Q. 33 - Degree of satisfaction related to success - Adequacy of flood control)		<u>%</u>
SATFLOOD		Excellent	1	7.1
Col. 9		Good	2	48.9
		Fair	3	19.4
		Poor	4	10.7
		Very Poor	5	6.5
		Not applicable	9	7.4
				(N = 309)

318 (1)	(Q. 33 - Degree of satisfaction related to success - Market access)		<u>%</u>
SATMARKT	Excellent	1	10.0
Col. 10	Good	2	57.5
	Fair	3	25.3
	Poor	4	6.1
	Very Poor	5	1.1
			(N = 261)

319 (1)	(Q. 33 - Degree of satisfaction related to success - Quality of life)		<u>%</u>
SATLIFE	Excellent	1	3.9
Col. 11	Good	2	36.3
	Fair	3	30.3
	Poor	4	19.0
	Very Poor	5	10.6
			(N = 284)

320 (1)	(Q. 33 - Degree of satisfaction related to success - Other)		<u>%</u>
SATOTHR	Excellent	1	9.1
Col. 12	Good	2	9.1
	Fair	3	9.1
	Poor	4	18.2
	Very Poor	5	54.5
			(N = 11)

321 (1)	(Q. 34 - Business problems encountered - Obtaining working capital)		<u>%</u>
PROBCAP	Major problem	4	23.2
Col. 13	Somewhat of a problem	3	22.1
	Minor problem	2	15.6
	No problem at all	1	39.1
			(N = 289)

322 (1)	(Q. 34 - Business problems encountered - Zoning restrictions)		<u>%</u>
PROBZONE	Major problem	4	4.3
Col. 14	Somewhat of a problem	3	9.7
	Minor problem	2	11.5
	No problem at all	1	74.6
			(N = 279)

323 (1)	(Q. 34 - Business problems encountered - Traffic)		<u>%</u>
PROBTRAF	Major problem	4	10.0
Col. 15	Somewhat of a problem	3	12.7
	Minor problem	2	14.0
	No problem at all	1	63.3
			(N = 300)

324 (1)	(Q. 34 - Business problems encountered - Parking)		<u>%</u>
PROBPARK	Major problem	4	12.3
Col. 16	Somewhat of a problem	3	10.3
	Minor problem	2	14.3
	No problem at all	1	63.1
			(N = 301)

325	(1)	(Q. 34 - Business problems encountered - Crime)		<u>%</u>
PROBCRIM		Major problem	4	34.6
Col. 17		Somewhat of a problem	3	27.9
		Minor problem	2	16.3
		No problem at all	1	21.3
				(N = 301)

326	(1)	(Q. 34 - Business problems encountered - City Hall)		<u>%</u>
PROBCSA		Major problem	4	10.0
Col. 18		Somewhat of a problem	3	12.4
		Minor problem	2	11.0
		No problem at all	1	66.6
				(N = 290)

327	(1)	(Q. 34 - Business problems encountered - Facilities)		<u>%</u>
PROBFAC		Major problem	4	3.8
Col. 19		Somewhat of a problem	3	7.3
		Minor problem	2	18.0
		No problem at all	1	70.9
				(N = 289)

328	(1)	(Q. 34 - Business problems encountered - Machinery and equipment)		<u>%</u>
PROBMACH		Major problem	4	4.1
Col. 20		Somewhat of a problem	3	6.2
		Minor problem	2	13.7
		No problem at all	1	76.0
				(N = 292)

329	(1)	(Q. 35 - Does the business employ or use professional or business services? Accountant)		<u>%</u>
USEACCT		Yes	1	71.9
Col. 21		No	2	28.1
				(N = 295)

330	(1)	(Q. 35 - Does the business employ or use professional or business services? Attorney)		<u>%</u>
USELAWY		Yes	1	38.8
Col. 22		No	2	61.2
				(N = 289)

331	(1)	(Q. 35 - Does the business employ or use professional or business services? Insurance)		<u>%</u>
USEINSUR		Yes	1	63.9
Col. 23		No	2	36.1
				(N = 291)

332	(1)	(Q. 35 - Does the business employ or use professional or business services? Transportation)		<u>%</u>
USETRANS		Yes	1	20.8
Col. 24		No	2	79.2
				(N = 284)

333	(1)	(Q. 35 - Does the business employ or use professional or business services? Contractors)		
				<u>%</u>
USECONT	Yes		1	14.9
Col. 25	No		2	85.1
				(N = 288)

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334	(1)	(Q. 35 - Does the business employ or use professional or business services? Wholesalers)		
				<u>%</u>
USEWHOLE	Yes		1	61.4
Col. 26	No		2	38.6
				(N = 290)

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335	(1)	(Q. 35 - Does the business employ or use professional or business services? Repair Services)		
				<u>%</u>
USEREPAR	Yes		1	46.0
Col. 27	No		2	54.0
				(N = 291)

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336	(1)	(Q. 35 - Does the business employ or use professional or business services? Maintenance)		
				<u>%</u>
USEMAINT	Yes		1	25.9
Col. 28	No		2	74.1
				(N = 290)

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337	(1)	(Q. 35 - Does the business employ or use professional or business services? Printing Services)		
				<u>%</u>
USEPRINT	Yes		1	54.4
Col. 29	No		2	45.3
				.3
				(N = 296)

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338	(1)	(Q. 35 - Does the business employ or use professional or business services? Other)		
				<u>%</u>
USEOTHR	Yes		1	12.9
Col. 30	No		2	87.1
				(N = 132)

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339	(1)	(Q. 35 - Is the service located on the Westside? - Accountant)		
				<u>%</u>
WSACCT	Yes		1	32.8
Col. 31	No		2	66.2
	Both		3	1.0
				(N = 204)

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340	(1)	(Q. 35 - Is the service located on the Westside? - Attorney)		
				<u>%</u>
WSLAWY	Yes		1	19.6
Col. 32	No		2	79.5
	Both		3	.9
				(N = 112)

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341	(1)	(Q. 35 - Is the service located on the Westside? - Insurance)		
				<u>%</u>
WSINSUR	Yes		1	22.9
Col. 33	No		2	75.4
	Both		3	1.7
				(N = 179)

342	(1)	(Q. 35 - Is the service located on the Westside? - Transportation)		<u>%</u>
WSTRANS		Yes	1	49.1
Col. 34		No	2	40.4
		Both	3	10.5
				(N = 57)
343	(1)	(Q. 35 - Is the service located on the Westside? - Contractors)		<u>%</u>
WSCONT		Yes	1	54.3
Col. 35		No	2	26.1
		Both	3	17.4
				2.2
				(N = 46)
344	(1)	(Q. 35 - Is the service located on the Westside? - Wholesalers)		<u>%</u>
WSWHOLE		Yes	1	29.2
Col. 36		No	2	45.5
		Both	3	25.3
				(N = 178)
345	(1)	(Q. 35 - Is the service located on the Westside? - Repair Services)		<u>%</u>
WSREPAR		Yes	1	53.1
Col. 37		No	2	27.3
		Both	3	19.5
				(N = 128)
346	(1)	(Q. 35 - Is the service located on the Westside? - Maintenance)		<u>%</u>
WSMAINT		Yes	1	57.7
Col. 38		No	2	25.6
		Both	3	16.7
				(N = 78)
347	(1)	(Q. 35 - Is the service located on the Westside - Printing Services)		<u>%</u>
WSPRINT		Yes	1	54.2
Col. 39		No	2	41.9
		Both	3	3.9
				(N = 155)
348	(1)	(Q. 35 - Is the service located on the Westside? - Other)		<u>%</u>
ETHOTHR		Yes	1	17.6
Col. 40		No	2	58.8
		Both	3	23.5
				(N = 17)
349	(1)	(Q. 35 - Ethnicity of the service? - Accountant)		<u>%</u>
ETHACCT		Mexican-American	1	68.7
Col. 41		Anglo	2	28.7
		Other	4	2.6
				(N = 195)

350 (1)	(Q. 35 - Ethnicity of the service? - Attorney)		%
ETHLAWY	Mexican-American	1	51.4
Col. 42	Anglo	2	44.8
	Black	3	1.0
	Other	4	2.9
			(N = 351)
<hr/>			
351 (1)	(Q. 35 - Ethnicity of the service? - Insurance)		%
ETHINSUR	Mexican-American	1	37.2
Col. 43	Anglo	2	56.7
	Black	3	1.8
	Other	4	4.3
			(N = 164)
<hr/>			
352 (1)	(Q. 35 - Ethnicity of the service? - Transportation)		%
ETHTRANS	Mexican-American	1	64.0
Col. 44	Anglo	2	32.0
	Other	4	4.0
			(N = 50)
<hr/>			
353 (1)	(Q. 35 - Ethnicity of the service? - Contractors)		%
ETHCONT	Mexican-American	1	77.5
Col. 45	Anglo	2	17.5
	Black	3	2.5
	Other	4	2.5
			(N = 40)
<hr/>			
354 (1)	(Q. 35 - Ethnicity of the service? - Wholesalers)		%
ETHWHOLE	Mexican-American	1	42.0
Col. 46	Anglo	2	46.3
	Black	3	1.2
	Other	4	10.5
			(N = 162)
<hr/>			
355 (1)	(Q. 35 - Ethnicity of the service? - Repair Services)		%
ETHREPAR	Mexican-American	1	73.9
Col. 47	Anglo	2	18.5
	Black	3	1.7
	Other	4	5.9
			(N = 119)
<hr/>			
356 (1)	(Q. 35 - Ethnicity of the service? - Maintenance)		%
ETHMAINT	Mexican-American	1	80.3
Col. 48	Anglo	2	14.1
	Black	3	1.4
	Other	4	4.2
			(N = 71)
<hr/>			
357 (1)	(Q. 35 - Ethnicity of the service? - Printing Services)		%
ETHPRINT	Mexican-American	1	68.1
Col. 49	Anglo	2	27.5
	Other	4	4.3
			(N = 138)
<hr/>			

358	(1)	(Q. 35 - Ethnicity of the service? - Other)		<u>%</u>
ETHOTHR		Mexican-American	1	38.5
Col. 50		Anglo	2	61.5
				(N = 13)
<hr/>				
359	(1)	(Q. 35 - Primary language spoken by service? - Accountant)		<u>%</u>
LNGACCT		English	1	44.2
Col. 51		Spanish	2	13.2
		Both	3	42.6
				(N = 190)
<hr/>				
360	(1)	(Q. 35 - Primary language spoken by service? - Attorney)		<u>%</u>
LNGLAWY		English	1	60.2
Col. 52		Spanish	2	4.9
		Both	3	35.0
				(N = 103)
<hr/>				
361	(1)	(Q. 35 - Primary language spoken by service? - Insurance)		<u>%</u>
LNGINSUR		English	1	61.0
Col. 53		Spanish	2	5.7
		Both	3	33.3
				(N = 159)
<hr/>				
362	(1)	(Q. 35 - Primary language spoken by service? - Transportation)		<u>%</u>
LNGTRANS		English	1	42.2
Col. 54		Spanish	2	22.2
		Both	3	35.6
				(N = 45)
<hr/>				
363	(1)	(Q. 35 - Primary language spoken by service? - Contractors)		<u>%</u>
LNGCONT		English	1	32.5
Col. 55		Spanish	2	17.5
		Both	3	50.0
				(N = 40)
<hr/>				
364	(1)	(Q. 35 - Primary language spoken by service? - Wholesalers)		<u>%</u>
LNGWHOLE		English	1	52.2
Col. 56		Spanish	2	3.7
		Both	3	44.1
				(N = 161)
<hr/>				
365	(1)	(Q. 35 - Primary language spoken by service? - Repair Services)		<u>%</u>
LNGREPAR		English	1	29.2
Col. 57		Spanish	2	11.7
		Both	3	59.2
				(N = 120)
<hr/>				
366	(1)	(Q. 35 - Primary language spoken by service? - Maintenance)		<u>%</u>
LNGMAINT		English	1	33.3
Col. 58		Spanish	2	16.7
		Both	3	50.0
				(N = 66)



367	(1)	(Q. 35 - Primary language spoken by service? - Printing Services)		<u>%</u>
LNGPRINT		English	1	41.2
Col. 59		Spanish	2	11.0
		Both	3	47.8
				(N = 136)
<hr/>				
368	(1)	(Q. 35 - Primary language spoken by service? - Other)		<u>%</u>
LNGOTHR		English	1	11.1
Col. 60		Spanish	2	77.8
		Both	3	11.1
				(N = 9)
<hr/>				
369	(1)	(Q. 36 - Do you buy your goods or services from other businesses on the Westside?)		<u>%</u>
BUYWS		Yes, always	1	18.8
Col. 61		Yes, sometimes	2	48.3
		Almost never	3	8.6
		No, never	4	24.3
				(N = 292)
<hr/>				
370	(1)	(Q. 37 - Are you familiar with the City of San Antonio's "Target 90" project?)		<u>%</u>
KNOWT90		Yes	1	30.0
Col. 62		No	2	70.0
				(N = 290)
<hr/>				
371	(1)	(Q. 37a - If YES, have you participated in any "Target 90" activities?)		<u>%</u>
PART90		Yes	1	11.2
Col. 63		No	2	88.8
				(N = 89)
<hr/>				
372	(1)	(Q. 37b - If familiar with "Target 90", do you think it assisted businesses on the Westside?)		<u>%</u>
T90HELP		Yes	1	50.9
Col. 64		No	2	49.1
				(N = 53)
<hr/>				
373	(1)	(Q. 38 - Are you familiar with the "Westside Si" project?)		<u>%</u>
KNOWSI		Yes	1	21.0
Col. 65		No	2	79.0
				(N = 290)
<hr/>				
374	(1)	(Q. 38a - If YES, have you participated in any "Westside Si" activities?)		<u>%</u>
PARSI		Yes	1	14.9
Col. 66		No	2	85.1
				(N = 67)
<hr/>				
375	(1)	(Q. 38b - If familiar with "Westside Si", do you think it will assist economic development on the Westside?)		<u>%</u>
HELPSI		Yes	1	61.5
Col. 67		No	2	38.5
				(N = 39)